

COMMERCIAL FUNDRAISER ACTIVITY REPORT

Listed by Overall Percentage of Funds Retained by Charity Clients

*Prepared by the Office of the Secretary of State • Charitable Solicitations Program
November 2001*

Commercial Fundraisers who have not yet provided a financial report or do not currently conduct fundraising activities in Washington State do not appear on this list. Commercial Fundraisers with a delinquent registration status are listed separately.

This document is valuable because it shows consumers how much of their donations (through a paid commercial fundraiser) actually reach their respective charity clients.

	Commercial Fundraiser City/State Phone Number	Fiscal Year Ending	Total Funds Raised by Fundraiser	Total Funds Retained by Charity Client(s)	Percentage Retained by Charity Client(s)^A
1	Midwest Publishing – MN, Inc. St. Paul, Minnesota (651) 644-9229	12/31/2000	\$192	0	0
2	Bargain World, Inc. Federal Way, Washington (253) 927-8415	12/31/2000	\$2,483,369	\$35,934	1.4
3	Tele-Data Services, Inc. Tulsa, Oklahoma (918) 832-0644	12/31/2000	\$544,715	\$30,505	5.6
4	American Trade and Convention Publications, Inc. Milwaukee, Wisconsin (414) 224-0701	12/31/2000	\$8,757,832	\$555,859	6.3
5	Professionally Speaking Milwaukee, Wisconsin (414) 438-4300	2/28/2001	\$9,090,023	\$643,500	7.1
6	Veterans Accredited Projects Wilton, California (916) 687-7375	12/31/2000	\$178,389	\$16,529	9.3
7	& Johnson Enterprises Santa Cruz, California (831) 427-0500	12/31/2000	\$125,243	\$12,500	10
8	Unique Equity Kent, Washington (253) 852-8760	12/31/2000	\$1,090,123	\$133,776	12.3
9	Courtesy Call, Inc. Las Vegas, Nevada (702) 388-2999	12/31/2000	\$2,701,096	\$361,162	13.4
10	Midwest Publishing – AZ, Inc. Phoenix, Arizona (602) 943-1244	12/31/2000	\$422,448	\$60,341	14.3
11	Vehicle Donation Processing Center, Inc. Monrovia, California (800) 553-3018	12/31/2000	\$2,294,384	\$334,182	14.6
12	Sanderson Group Escondido, California (760) 741-8311	12/31/2000	\$672,307	\$99,757	14.8
13	A T S NW, Inc. Lynnwood, Washington (425) 778-0166	12/31/2000	\$672,307	\$99,757	14.8

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14	Nationwide Fundraisers, Inc. Naples, Florida (941) 263-9611	12/31/2000	\$27,657	\$4,149	15
15	Cheryl Dalsanders Collection (Enterprises) Woodinville, Washington (425) 820-9678	4/30/2001	\$102,580	\$15,600	15.2
16	Contract Communications Virginia Beach, Virginia (757) 486-4900	12/31/2000	\$917,751	\$156,018	17
17	Charity Services Portland, Oregon (503) 888-5095	12/31/2000	\$27,352	\$4,787	17.5
18	Sponsor Reps, Inc. Lakewood, Washington (253) 581-4665	12/31/2000	\$3,995,841	\$703,545	17.6
19	Richard Norman Company, The Reston, Virginia (703) 707-8800	12/31/2000	\$12,255,008	\$2,203,117	18
20	Community Safety, LLC Minneapolis, Minnesota (763) 559-4000	12/31/2000	\$1,502,305	\$275,274	18.3
21	Xentel, Inc. Ft. Lauderdale, Florida (954) 522-5200	12/31/2000	\$2,493,172	\$475,024	19.1
22	Support Services, Inc. Burien, Washington (206) 545-0101	12/31/2000	\$694,625	\$134,082	19.3
23	Community Awareness Company Federal Way, Washington (253) 874-1337	12/31/2000	\$186,893	\$36,439	19.5
24	Community Services of Washington, Inc. Irving, Texas (972) 929-4440	12/31/2000	\$241,630	\$48,166	19.9
25	Charitable Aid, Inc. Bellingham, Washington (360) 734-4268	12/31/2000	\$57,973	\$11,637	20.1
26	Community Events Company Spokane, Washington (509) 327-7402	12/31/2000	\$ 616,123	\$ 125,554	20.4
27	SRO Events dba Community Projects Green Bay, Wisconsin (920) 430-4400	3/5/2001	\$11,154	\$2,381	21.3
28	Gold Coast Productions Medford, Oregon (541) 770-6252	12/31/2000	\$302,585	\$65,959	21.8
29	Gatti Productions, Inc. Orange, California (714) 685-9992	12/31/2000	\$267,854	\$59,900	22.4
30	Double Eagle Enterprise, Inc. Vancouver, Washington (360) 693-2542	12/31/2000	\$167,835	\$38,100	22.7

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31	Gordon & Schwenkmeyer, Inc. El Segundo, California (310) 615-2300	12/31/2000	\$392,805	\$92,175	23.5
32	Community Benefit Service Hillsboro , Oregon (360) 423-3134	12/31/2000	\$146,705	\$34,783	23.7
33	Harris Marketing, Inc. Los Angeles, California (310) 823-8151	12/31/2000	\$124,409	\$30,000	24.1
34	Jadent, Inc. Keizer, Oregon (503) 393-9500	12/31/2000	\$881,278	\$217,824	24.7
35	Eagle Productions Bellingham, Washington (360) 676-7363	12/31/2000	\$260,306	\$65,217	25.1
36	Gannett Telemarketing, Inc. Springfield, Virginia (703) 750-8730	12/26/2000	\$1,526,367	\$414,916	27.2
37	Integral Resources, Inc. Cambridge, Massachusetts (617) 494-6100	12/31/2000	\$1,526,367	\$414,916	27.2
38	Telivet Corp. Mill City, Oregon (503) 897-9907	12/31/2000	\$74,221	\$20,779	28
39	A.L. Edwards Consultants Portland, Oregon (503) 772-3025	12/31/2000	\$74,221	\$20,779	28
40	Telefund, Inc. (Oregon) Salem, Oregon (503) 399-8526	12/31/2000	\$166,196	\$48,070	28.9
41	Reese Brothers, Inc. Pittsburgh, Pennsylvania (800) 365-3500	12/31/2000	\$274,680	\$79,640	29
42	Hacker Group, Ltd., The Bellevue, Washington (425) 454-8556	12/31/2000	\$243,784	\$72,079	29.6
43	Brent-Wyatt West Phoenix, Arizona (602) 233-3134	12/31/2000	\$102,681	\$30,804	30
44	Lofton Enterprises Vancouver, Washington ((360) 882-0009	12/31/2000	\$102,681	\$30,804	30
45	Tele-Response Center, Inc. Philadelphia, Pennsylvania (215) 333-5900	12/31/2000	\$1,575,198	\$475,778	30.2
46	DC Marketing, Inc. Seattle, Washington (206) 706-4500	12/31/2000	\$496,989	\$150,524	30.3
47	MDS Communications Corporation Tempe, Arizona (480) 752-8140	12/31/2000	\$7,731,803	\$2,396,827	31
48	Phone Bank Systems, Inc. Lansing, Michigan (517) 332-1500	12/31/00	\$50,998	\$16,602	32.6

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49	Outreach Center, The Pittsburgh, Pennsylvania (412) 521-2500	12/31/2000	\$1,693,548	\$561,702	33.2
50	Heritage Publishing Company Sherwood, Arkansas (501) 835-5000	5/31/2001	\$726,767	\$252,938	34.8
51	John Fahnestock and Associates Lynnwood, Washington (425) 775-4200	12/31/2000	\$188,500	\$67,550	35.8
52	George Carden Circus International Springfield, Missouri (417) 833-3588	12/31/2000	\$24,950	\$9,548	38.3
53	MSA, Inc. Federal Way, Washington (253) 952-6060	12/31/2000	\$176,316	\$68,568	38.9
54	InfoCision Management Corporation Akron, Ohio (330) 668-1400	3/15/2001	\$23,406,907	\$9,267,978	39.6
55	Facter Direct, Ltd. Los Angeles, California (310) 788-9000	12/31/2000	\$10,471,366	\$4,200,073	40.1
56	Harris O'Malley Marketing, Inc. Woodland Hills, California (818) 222-3470	12/31/2000	\$590,094	\$239,852	40.6
57	Public Interest Communications, Inc. Falls Church, Virginia (703) 847-8300	9/30/2000	\$7,960,629	\$3,343,464	42
58	Univision Marketing Group, Inc. Scarborough, Ontario (416) 335-9800	9/30/2000	\$ 19,159	\$ 8,618	45
59	Share Group, Inc. Somerville, Massachusetts (617) 629-4500	12/31/2000	\$21,081,626	\$9,518,970	45.2
60	Smith Company, The Washington, District of Columbia (202) 895-0900	6/30/2001	\$132,005	\$59,671	45.2
61	Aria Communications Corporation St. Cloud, Minnesota (320) 259-5206	12/31/2000	\$124,160	\$60,489	48.7
62	Telefund, Inc. (California) Santa Barbara, California (805) 897-1180	12/31/2000	\$3,223,600	\$1,610,630	50
63	Direct Response Consulting Services McLean, Virginia (703) 749-3100	12/31/2000	\$15,885,157	\$8,008,997	50.4
64	Lester, Inc. Branford, Connecticut (203) 488-5265	9/30/2000	\$581,985	\$299,910	51.5
65	Futuremarket Telecenter, Inc. Irving, Texas (972) 550-3090	12/31/2000	\$15,400,610	\$8,649,951	56.2

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66	DialAmerica Marketing, Inc. Mahwah, New Jersey (201) 327-0200	6/30/2001	\$59,316	\$36,087	60.8
67	Pallotta TeamWorks Los Angeles, California (323) 467-8888	12/31/2000	\$101,972,000	\$63,542,000	62.3
68	A Growing Concern, Ltd. Black Diamond, Washington (425) 432-5000	12/31/2000	\$377,806	\$242,906	64.3
69	Advanced Business Technologies, Inc. Talent, Oregon (541) 535-7878	12/31/2000	\$140,000	\$91,000	65
70	IDC, Ltd. Henderson, Nevada (702) 450-1000	12/31/2000	\$923,816	\$610,127	66
71	Eidolon Communications New York, New York (212) 633-0404	4/2/2001	\$2,730,000	\$1,815,000	66.5
72	Treasure State Development Corporation Helena, Montana (406) 449-0414	12/31/2000	\$74,863	\$50,158	67
73	Legacy Telemarketing Corporation Everett, Washington (425) 347-7274	12/31/2000	\$375,588	\$253,440	67.5
74	TLC, The Lukens Cook Company Arlington, Virginia (703) 845-8484	12/31/2000	\$4,860,000	\$3,360,000	69.1
75	MJM & Associates, Inc. Seattle, Washington (206) 545-8800	12/31/2000	\$2,457,537	\$1,726,562	70.3
76	NFB Associates, Inc. Spokane, Washington (509) 483-2910	12/31/2000	\$585,537	\$439,153	75
77	Ruffalo, Cody, and Associates, Inc. Cedar Rapids, Iowa (319) 362-7483	12/31/2000	\$343,844	\$260,292	75.7
78	Ronald A. Hardin Spokane, Washington (509) 328-0276	9/1/2001	\$ 68,077	\$ 52,061	76.5
79	MSGI Direct, Inc. Venice, California (310) 301-1999	6/30/2001	\$ 6,180,793	\$ 4,747,994	76.8
80	Squire & Heartfield Direct, Inc. Oakton, Virginia (703) 319-0330	12/31/2000	\$16,123,013	\$12,686,085	78.7
81	Lewis Advertising Company, Inc. Baltimore, Maryland (410) 539-5100	12/31/2000	\$3,140,437	\$2,511,720	80
82	Advantage Fund-raising Consulting, Inc. Fairfield, New Jersey (973) 575-9196	12/31/2000	\$703,221	\$594,731	84.6

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83	Donation Depot, Inc. Tacoma, Washington (253) 593-4483	12/31/2000	\$4,713	\$4,242	90
84	Giving Network, The Bellevue, Washington (425) 451-3221	12/31/2000	\$4,885	\$4,494	92
85	Coinstar, Inc. Bellevue, Washington (425) 943-8000	12/31/2000	\$605,165	\$559,777	92.5
86	Kenneth E. Leonard Auburn, Washington (206) 910-9374	12/31/2000	\$299,505	\$279,955	93.5
87	InService America, Inc. Forest, Virginia (804) 316-7400	12/31/2000	\$12,597,846	\$12,354,279	98.1
88	Working Assets Online, Inc. San Francisco, California (415) 369-2000	12/31/2000	\$462,718	\$453,821	98.1
89	Eaton Vance Distributors Boston, Massachusetts (617) 482-8260	12/31/2000	\$28,149,703	\$28,123,554	99.9
90	VISA U.S.A., Inc. ^B Foster City, California (650) 432-3200	12/31/2000	\$31,026	\$31,026	100
91	National Community Development Services, Inc. ^C Atlanta, Georgia (404) 231-0730	3/31/2001	\$3,891,193	\$3,891,193	100
	TOTALS		\$357,502,436	\$196,306,617	54.9

Note A:

The percentage of funds retained by charity clients is based on the most current financial information provided by the Commercial Fundraisers listed above. These percentages reflect the **overall** amount of funds received or retained by the client charities after all fund-raising costs have been deducted from the total value of contributions received on behalf of the charity by the Commercial Fundraiser or by the charity client. The difference between the Total Funds Raised by Fundraiser and the Total Funds Retained by Charity Client(s) may include fund-raising expenses other than fees paid to a Commercial Fund-raiser. **It should also be noted that these figures do not necessarily indicate the specific percentage of funds allocated by a given charity to its charitable purpose.** In some instances, charities may be using a combination of direct fundraising and a Commercial Fundraiser; others may be using several different Commercial Fundraisers, whose yield to the charity may vary.

Note B:

VISA USA did not receive any fees or compensation with respect to their solicitation of donations for the Marine Toys for Tots Foundation during year-end 12/31/00. VISA matches donations made by customers using their VISA card online, up to a total amount of \$25,000. In addition, VISA USA donates toys to Marine Toys for Tots Foundation.

Note C:

National Community Development Services (NCDS) conducts capital campaigns, which means the income their clients receive is spread out over a 5 year period. NCDS was paid their fees during the first 1-2 years of the Capital Campaign, but did not receive any fees during year-end 3/31/01, even though their charity clients continue to receive income. As a result, NCDS's charity clients retained all the income received during year-end 3/31/01. Donors can obtain more comprehensive figures for NCDS by contacting our office and requesting figures from previous reporting years, which will reflect NCDS' fees and fundraising expenses.